

Exhibit 2: Attachment 2.2 Version 1.2

Texas Department of Information Resources

Data Center Services Request for Offer

Print, Mail, and Digitization

Financial Responsibility Matrix

Meaning of Headings

Item	Description
PMD, Facilities, Network, Cross Functional*	
Incumbent Vendor Owned/Leased Assets/Licenses	Identifies who is currently paying for Equipment or Services that will exist at Commencement.
Ownership at Commencement or Refresh	Identifies who is financially responsible for the Equipment acquisition (buyout), lease transfer, or service of the Incumbent Equipment and services as of Commencement.
Software Licenses / Transfer Fees	Identifies who is financially responsible for Software licenses and transfer/access fees (license and maintenance) for products used to provide the Services from Commencement Date forward.
Software Currency	N means the current production version that has been released by the vendor. N-1 means the release previous to the current release. Financial responsibility determined in accordance with Software Releases/Upgrades/Enhancements.
Refresh Cycle	Equipment shall be refreshed in accordance with applicable Refresh cycle and Service Provider's other technical currency obligations in the Agreement.
Ownership for Releases / Upgrades / Enhancements	Identifies who pays for Equipment and service upgrades or enhancements.
Ownership Required to Support Growth	Identifies who pays for Equipment and service growth.
Administrative Procurement	Identifies who procures the item including managing the bidding process and receipt, payment and associated invoicing activities.
IMAC	Identifies who performs Installations, Moves, Adds and Changes for the asset, including planning and implementation.
Maintenance	Identifies who pays for the break/fix, preventative maintenance and spare parts.
Operations and Support	Identifies who has financial responsibility for support and operational expenses relating to the Equipment or services.
Removal and Disposal	Identifies who is responsible for removing the Equipment from the environment. State receives any net benefit after disposal of Client owned Equipment. Service Provider receives any benefit after disposal for all other Service Provider owned Equipment. Includes planning and implementation.
Disaster Recovery	Identifies who provides disaster recovery services for Equipment or Services.
Charging Mechanism (Exhibit 2)	Identifies the pricing methodology. 1. Unit Rate Charges 2. Rate Card Services 3. Pass Through Expenses 4. Milestone and Project Charges

Meaning of Headings

Item	Description
Personnel*	
Salary, Benefits, Add'l Comp, Payroll Taxes	Identifies who pays for Personnel compensation including salary, benefits, bonus, other additional compensation and payroll taxes.
Travel	Identifies who pays for travel.
Training	Identifies who pays for training.
Relocation	Identifies who pays for relocation costs.
Increase / Decrease in Staffing	Identifies who pays for staffing increases / decreases.
Severance	Identifies who pays severance costs for Personnel separated after being hired by SP.
Retention Payments	Identifies who pays for retention payments.
EUC Devices	Identifies who pays for laptops, desktop, printers, mobile phones, etc.
Background Checks	Identifies who pays for background checks.
Office Space	Identifies who pays for employees office space.
Charging Mechanism (Exhibit 2)	Identifies the pricing methodology. 1. Unit Rate Charges 2. Rate Card Services 3. Pass Through Expenses 4. Milestone and Project Charges

*Unless otherwise noted in this matrix, financial responsibility designations apply to both Consolidated and Non-Consolidated environments.

Print, Mail, and Digital Output	Asset Allocation: Capital / Lease Cost								Support / Operational Expenses							
	Incumbent Vendor Owned/Leased Assets/Licenses (1)	Ownership at Commencement or Refresh	Software Licenses / Transfer Fees	Software Currency	Refresh Cycle	Ownership for Releases / Upgrades / Enhancements	Ownership Required to Support Growth	Asset Charging Mechanism	Administrative Procurement	IMAC	Invoice Verification	Maintenance	Operations & Support (2)	Removal & Disposal	Disaster Recovery	Support Charging Mechanism
Equipment:																
Print and Mail																
Printers - High Volume (3)	Incumbent	SP - PM	N/A	N/A	EOL	SP - PM	SP - PM	SP - PM Unit Rates	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM Unit Rates
Inserters	Incumbent	SP - PM	N/A	N/A	EOL	SP - PM	SP - PM	SP - PM Unit Rates	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM Unit Rates
Printers - All Other	Incumbent	SP - PM	N/A	N/A	EOL	SP - PM	SP - PM	SP - PM Unit Rates	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM Unit Rates
Standard Paper	Incumbent	SP - PM	N/A	N/A	N/A	N/A	SP - PM	SP - PM Unit Rates	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Standard Envelopes (4)	Incumbent	SP - PM	N/A	N/A	N/A	N/A	SP - PM	SP - PM Unit Rates	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Custom Paper (5)	Incumbent	TX	N/A	N/A	N/A	N/A	TX	Retained	TX	N/A	TX	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Custom Forms & Inserts (5)	Incumbent	TX	N/A	N/A	N/A	N/A	TX	Retained	TX	N/A	TX	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Distribution	N/A	SP - PM	N/A	N/A	N/A	N/A	SP - PM	SP - PM Unit Rates	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Shredding	N/A	SP - PM	N/A	N/A	N/A	N/A	SP - PM	SP - PM Unit Rates	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	N/A	SP - PM Unit Rates
Shipping / Postage (6)	N/A	SP - PM	N/A	N/A	N/A	N/A	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	SP - PM	N/A	N/A	N/A
Cables and Connectors (7)	Incumbent	SP - PVT	N/A	N/A	N/A	SP - PVT	SP - PVT	SP - PVT Unit Rates	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Software:																
Print and Mail																
All Print and Mail Software	SP - PM	SP - PM	SP - PM	n / n-1	N/A	SP - PM	SP - PM	SP - PM Unit Rates	SP - PM	SP - PM	SP - PM	SP - PM	SP - PM	N/A	SP - PM	Base/Variable

N/A = Not Applicable

OOS = Out of Scope

SP = All Service Providers

SP - MF = Mainframe Component Provider

SP - PVT = Private Cloud Component Provider

SP - PM = Print - Mail Component Provider

SP - PUB = Public Cloud Component Provider

SP - MSI = Multisourcing Service Integrator

SP - NW = Network Component Provider

TX = DIR or DIR Customer

Unless otherwise noted, all financial responsibility designations noted in this matrix apply to both Consolidated and Non-Consolidated environments.

Note 1: Incumbent = SPs currently providing Services to DIR Customers under the existing DCS agreement. SP - PM will assume or buyout leases and buyout Incumbent Equipment necessary to provide Services.**Note 2:** Includes Delivery Point Validation services; pre-sort is a responsibility of Print-Mail Component Provider and third-party vendor may be used with DIR approval.**Note 3:** Includes all associated peripheral equipment.**Note 4:** Custom Envelopes are not included in the Unit Rates, but Customized Envelopes can be purchased via the Customized Envelopes services. Customized Envelopes purchased via this service are the SPs financial responsibility.**Note 5:** Preprinted DIR Customer-specific forms and inserts and envelopes (e.g., return envelopes, DIR Customer-produced inserts, etc.).**Note 6:** Interest accrued on DCS Customer funds in Pitney Bowes Postage Reserve Accounts is retained by DCS Customers.**Note 7:** Includes cabling required to connect pieces of Equipment and from Equipment to network ports.

Facilities

	Incumbent Vendor Owned/Leased Assets/Licenses (1)	Ownership at Commencement or Refresh	Refresh Cycle (2)	Ownership for Upgrades / Enhancements (3)	Ownership Required to Support Growth (3)	Maintenance	Operations and Support	Disaster Recovery	Charging Mechanism
DIR Consolidated Data Center - ADC									
Building Deprec / Lease	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Building Maintenance / Security (including CCTV)	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Custodial Services	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Environmental (e.g., HVAC, CRAC, PDUs, Chillers)	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Furniture & Fixtures	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Generator	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Office Equipment	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Other Space Charges	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Print and mail form storage	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Property Taxes	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Server Racks & Enclosures	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Security Services	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Space upgrades, additions, fit out	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
UPS - Facility	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
UPS - Stand Alone	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Utilities	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Wiring & Cabling	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
DIR Consolidated Data Center - SDC									
Building Deprec / Lease	TX	TX	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Building Maintenance / Security (including CCTV)	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Custodial Services (7)	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Environmental (e.g., HVAC, CRAC, PDUs, Chillers)	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Freight Elevator	TX	TX	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Furniture & Fixtures	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Generator	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Office Equipment	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Other Space Charges	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Print and mail form storage	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Property Taxes (if applicable)	TX	TX	NA	TX	TX	TX	TX	TX	TX
Server Racks & Enclosures	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Security Services (7)	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Space upgrades, additions, fit out	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
UPS - Facility	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
UPS - Stand Alone	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Utilities	Incumbent	SP - PVT	NA	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Wiring & Cabling	Incumbent	SP - PVT	Useful Life	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates

Non-Consolidated/Remote Service Locations									
Building Deprec / Lease	TX	TX	NA	TX	TX	TX	TX	TX	TX
Building Maintenance / Security	TX	TX	NA	TX	TX	TX	TX	TX	TX
Custodial Services	TX	TX	NA	TX	TX	TX	TX	TX	TX
Environmental (e.g., HVAC, CRAC, PDUs, Chillers)	TX	TX	NA	TX	TX	TX	TX	TX	TX
Furniture & Fixtures	TX	TX	NA	TX	TX	TX	TX	TX	TX
Office Equipment	TX	TX	NA	TX	TX	TX	TX	TX	TX
Other Space Charges	TX	TX	NA	TX	TX	TX	TX	TX	TX
Print and mail form storage	TX	TX	NA	TX	TX	TX	TX	TX	TX
Property Taxes (if applicable)	TX	TX	NA	TX	TX	TX	TX	TX	TX
Server Racks & Enclosures	TX	TX	NA	TX	TX	TX	TX	TX	TX
Security Services	TX	TX	NA	TX	TX	TX	TX	TX	TX
Space upgrades, additions, fit out	TX	TX	NA	TX	TX	TX	TX	TX	TX
UPS - Facility	TX	TX	NA	TX	TX	TX	TX	TX	TX
UPS - Stand Alone (6)	TX/Incumbent	TX	Useful Life	SP	SP	SP	SP	SP	SP - Unit Rates
Utilities	TX	TX	NA	TX	TX	TX	TX	TX	TX
Wiring & Cabling	TX	TX	NA	TX	TX	TX	TX	TX	TX
SP Service Delivery Centers (5)									
Building Deprec / Lease	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Building Maintenance / Security	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Custodial Services	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Environmental (e.g., HVAC, CRAC, PDUs, Chillers)	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Furniture & Fixtures	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Office Equipment	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Other Space Charges	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Print and mail form storage	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Property Taxes	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Server Racks & Enclosures	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Security Services	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Space upgrades, additions, fit out	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
UPS - Facility	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
UPS - Stand Alone	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Utilities	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates
Wiring & Cabling	Incumbent	SP	NA	SP	SP	SP	SP	SP	SP - Unit Rates

N/A = Not Applicable

OOS = Out of Scope

SP = All Service Providers

SP - MF = Mainframe Component Provider

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SP - PM = Print - Mail Component Provider

SP - PUB = Public Cloud Component Provider

SP - MSI = Multisourcing Service Integrator

SP - NW = Network Component Provider

TX = DIR or DIR Customer

Note 1: Incumbent = SPs currently providing Services to DIR Customers under the existing DCS agreement. SP - PVT will assume or buyout leases and buyout Incumbent Equipment necessary to provide Services.

Note 2: Equipment must still be within standard support levels and not End Of Life.

Note 3: Travel and living expenses incurred by SP for travel to DIR's Sites are included within the Charges. Third party moving expenses approved by DIR to perform an IMAC involving the relocation of Equipment from one DIR Site to another DIR Site, excluding those as part of Transformation, shall be invoiced to DIR on a pass-through basis.

Note 4: Reserved

Note 5: Any service provided out of SP Service Delivery Centers is financial responsibility of that SP.

Note 6: If existing equipment was purchased via an Incumbent HSC, it is a SP-owned asset with maintenance coverage. All future UPS - Standalone devices and associated peripherals such as batteries should be managed and maintained by SP - PVT.

Note 7: Custodial Services for 3rd fl only. Security Service for 3rd fl and basement.

Cross Functional									
	Incumbent Vendor Owned/Leased Assets/Licenses (1)	Ownership at Commencement or Refresh	Refresh Cycle (2)	Ownership for Upgrades / Enhancements (3)	Ownership Required to Support Growth (3)	Maintenance	Operations and Support	Disaster Recovery	Charging Mechanism
Cross-Functional General:									
Security Assessment	SP - MSI	SP - MSI	N/A	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI Charges
Third Party Service Contracts	Incumbent	SP	N/A	SP	SP	SP	SP	SP	SP Unit Rates
Equipment:									
MSI Support Equipment - MSI Locations (4)	SP - MSI	SP - MSI	5 yrs	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI Charges
MSI/Other SCP Support Equipment - CDC's (5)	Incumbent	SP - PVT	5 yrs	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Cross Functional Equipment part of SCP solution	N/A	SP	5 yrs	SP	SP	SP	SP	SP	SP Unit Rates
Software:									
Asset Inventory and Mgmt Software	SP - MSI	SP - MSI	w/in Std Support Lvl	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI Charges
Service Management Systems	SP - MSI	SP - MSI	w/in Std Support Lvl	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI	SP - MSI Charges

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Note 1: Incumbent = SPs currently providing Services to DIR Customers under the existing DCS agreement. SP - PVT will assume or buyout leases and buyout Incumbent Equipment necessary to provide Services.

Note 2: Equipment must still be within standard support levels and not End Of Life.

Note 3: Travel and living expenses incurred by SP for travel to DIR's Sites are included within the Charges. Third party moving expenses approved by DIR to perform an IMAC involving the relocation of Equipment from one DIR Site to another DIR Site, excluding those as part of Transformation, shall be invoiced to DIR on a pass-through basis.

Note 4: MSI Support Equipment includes the servers, storage, and peripherals necessary to provide the underlying MSI Service including but not limited to Service Desk, Chargeback, Asset Management, Reporting, etc.

Note 5: Operational server support for the MSI or non-Private Cloud SCP service management systems in the ADC/SDC will be the financial responsibility of the TX through the billable RUs.

Personnel											
	Salary, Benefits, Add'l Comp, Payroll Taxes	Travel	Training	Relocation	Increase / Decrease in Staffing	Severance	Retention Payments	EUC Devices (2)	Background Checks	Office Space	Charging Mechanism
Third-Party Service Contracts (1)	SP	SP	SP	SP	SP	SP	SP	SP	SP	SP	SP Unit Rates
SP Staff	SP	SP	SP	SP	SP	SP	SP	SP	SP	SP	SP Unit Rates
TX Employees	TX	TX	TX	TX	TX	TX	TX	TX	TX	TX	TX

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Note 1: Third-Party Service Contracts include a labor-based component that is not included in the TX staffing levels.

Note 2: End User Computing (EUC) devices includes PCs, laptops, printers, mobile phones, pagers, and any other tool required for personnel to provide Services.

Network	Incumbent Vendor Owned/Leased Assets/Licenses (1)	Ownership at Commencement or Refresh	Refresh Cycle (2)	Ownership for Upgrades / Enhancements (3)	Ownership Required to Support Growth (3)	Maintenance	Operations and Support	Disaster Recovery	Charging Mechanism
EQUIPMENT									
Consolidated Data Centers - ADC/SDC <=ASR (10)	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Consolidated Data Center - ADC/SDC >ASR (4)	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Future Regional Data Center Locations	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Non Consolidated Service Locations	TX	TX	N/A	TX	TX	TX	TX	TX	OOS
Non Consolidated - WAAS	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Regional Network Extensions/HUBs	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Public Cloud Locations	Incumbent	SP - PUB	w/in Std Support Lvl	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB Unit Rates
SP Service Delivery Centers	Incumbent	SP	w/in Std Support Lvl	SP	SP	SP	SP	SP	SP - SP Unit Rates
SOFTWARE (8)									
Consolidated Data Center - ADC/SDC									
DC Network Management/Monitoring Software	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
WAN Network Management/Monitoring Software	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Firewall Software	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Information Security Software (9)	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Future Regional Data Center Locations									
Network Management/Monitoring Software	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
WAN Network Management/Monitoring Software	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Firewall Software	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Information Security Software (9)	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Non Consolidated Locations									
Network Management/Monitoring Software	TX	TX	NA	TX	TX	TX	TX	TX	OOS
Firewall Software	TX	TX	NA	TX	TX	TX	TX	TX	OOS
Information Security Software (9)	TX	TX	NA	TX	TX	TX	TX	TX	OOS
Network Concentration Point									
Network Management/Monitoring Software	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Firewall Software	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Information Security Software (9)	NA	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Public Cloud Locations									
Network Management/Monitoring Software	Incumbent	SP - PUB	w/in Std Support Lvl	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB Unit Rates
WAN Network Management/Monitoring Software	Incumbent	SP - PVT	w/in Std Support Lvl	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
Firewall Software	Incumbent	SP - PUB	w/in Std Support Lvl	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB Unit Rates
Information Security Software (9)	Incumbent	SP - PUB	w/in Std Support Lvl	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB	SP - PUB Unit Rates
TRANSPORT-DATA									
Consolidated Data Centers - LAN	Incumbent	SP - PVT	N/A	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
DIR Customer sites to Data Center Demarc	TX	TX	N/A	TX	TX	TX	TX	TX	OOS
Consolidated Data Centers - ADC/SDC (11)	Incumbent	SP - PVT	N/A	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
SP Service Delivery Centers (6)	Incumbent	SP	N/A	SP	SP	SP	SP	SP	SP - SP Unit Rates
Mainframe - Non-Consolidated Data Center	Incumbent	OOS	N/A	TX	TX	N/A	SP - PVT	TX	OOS
Public Cloud Ports	Incumbent	OOS	N/A	TX	TX	N/A	SP - PVT	TX	OOS
Virtual Cross Connect (VXC) Connection	Incumbent	OOS	N/A	TX	TX	N/A	SP - PVT	TX	OOS
Non Consolidated Service Locations	OOS	OOS	N/A	TX	TX	TX	TX	TX	OOS
VPN - DIR Customer Service (Remote Access/Site to Site)	Incumbent	SP - PVT	N/A	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
VPN - Service Provider Internal Use	Incumbent	SP	N/A	SP	SP	SP	SP	SP	SP - SP Unit Rates
TRANSPORT-VOICE									
Data Center Locations - ADC/SDC	Incumbent	SP - PVT	N/A	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT	SP - PVT Unit Rates
SP Service Delivery Centers (6)	Incumbent	SP	N/A	SP	SP	SP	SP	SP	SP - SP Unit Rates
Non Consolidated Service Locations	TX	TX	N/A	TX	TX	TX	TX	TX	OOS

N/A = Not Applicable
OOS = Out of Scope
SP = All Service Providers
SP - MF = Mainframe Component Provider
SP - PVT = Private Cloud Component Provider
SP - PM = Print - Mail Component Provider
SP - PUB = Public Cloud Component Provider
SP - MSI = Multisourcing Service Integrator
TX = DIR or DIR Customer

Note 1: Incumbent = SPs currently providing Services to DIR Customers under the existing DCS agreement. SP - PVT will assume or buyout leases and buyout Incumbent Equipment necessary to provide Services.

Note 2: Equipment must still be within standard support levels and not End Of Life.

Note 3: Travel and living expenses incurred by SP for travel to DIR's Sites are included within the Charges. Third party moving expenses approved by DIR to perform an IMAC involving the relocation of Equipment from one DIR Site to another DIR Site, excluding those as part of Transformation, shall be invoiced to DIR on a pass-through basis.

Note 4: Network equipment includes, but is not limited, to routers, switches, load balancers, firewall equipment, NIPS, NIDS to support services beyond existing Aggregated Services Routers

Note 5: Reserved

Note 6: SPs are responsible for voice and data transport at and between SP Facilities and from SP Facilities to Consolidated Data Centers to provide Services, inclusive of any disaster recovery sites.

Note 7: Reserved

Note 8: Software currency requirements dependent upon DIR Customer's readiness.

Note 9: Includes Intrusion Detection Software (IDS) and Intrusion Prevention Software (IPS).

Note 10: Network equipment includes, but is not limited, to routers, switches, load balancers, firewall equipment, NIPS, NIDS up to existing Aggregated Services Routers

Note 11: Includes data transport for DCN ring, replication circuits and public cloud connectivity.